Small Business Acquisition & Sustainment Tool (SbAST)

WR-ALC/PK

SbAST Information Exchange

20 Oct 2008

Debbie H. Jackson
EAD Program Director
WR-ALC/PKE

Overview

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- Welcome
- EAD Organization
- Current Status
- Program Details
- Small Business Set-aside
- Schedule
- SbAST Registration
- Industry Feedback
- Summary

Welcome

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- SbAST Information Exchange
- Purpose
  - Open lines of communications
  - Contractor feedback
  - Provide updated information as we know it
- Held on Bi-Monthly Basis

Enterprise Acquisition Division

FedEx Mail Address: 215 Page Road, Ste 231, Robins AFB GA 31098-1662
Fax: (478) 926-4543

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Enterprise Acquisition Division

Ms. Debbie H. Jackson, Director **478-222-1346**

Ms. Kathy Mackowski, Admin Support **478-222-1345**

Program Management

Mr. Alan Chasteen
478-222-1268

Mr. K.C. Jones
478-222-1324

Ms. Debra Napier
478-222-1321

Mr. Chuck Pollard
478-926-6053

Engineering

Mr. Al Thompson
478-222-1269

Mr. Russell Dukes
478-222-1322

Contracting

Ms. Charlotte Hobson
478-222-1270

Ms. Stephanie Gisseman
478-222-1319

Ms. Shannon Cahill
478-222-1320

Ms. Carol Clopton
478-222- 1318

Current as of Oct 08

Current Status

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- Request for Information completed (16 Nov 07)
- Risk Assessment Workshop held (31 Jan 08)
- Market Research Report completed (11 Aug 08)
- Initial ACE strategy session conducted (25 Aug 08)
- ***Drafts*** completed and posted (12 Sept 08)
  - PWS
  - Minimum Capabilities Matrix
  - C-130 Ground Handling Equipment List

Program Details

Things We Know

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- Type of Contract
  - SB Set-Aside (NAICS code 336411)
  - Indefinite Delivery Indefinite Quantity (ID/IQ)
- $507M Ceiling
- TA-PPT Source Selection
- FP, T&M, LH, and CR Pricing Arrangements
- Intend to Award Approximately 5 Contracts
  - Reserve the right to award more or fewer

Program Details

Things We Know

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- Categories of Work
  - Modifications/Upgrades/Enhancements
  - Maintenance/Repair
  - Services
    - Sole source to a SbAST prime contractor or small business subcontractor
  - Spares and Repairs
    - Critical, limited and/or contingency

Program Details

Things In Work

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- 5 Year Ordering Period with 7 Year Period of Performance
  - Structure of five year ordering period not yet determined
- What We are Thinking
  - Performance incentive options
  - Service Summary
    - At least 2 criteria – will tie to option exercise

Small Business Set-Aside

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- Prime Contractor Must Perform at Least 50% (FAR 52.219-14; 13 CFR 125.6)
  - Services: At least 50% of the contract cost for personnel must be performed by the prime contractor's own employees
  - Manufacturing: At least 50% of the cost of manufacturing, not including the cost of materials, must be done by the prime contractor
- Joint Ventures
  - In order for the joint venture to be determined "small," all joint venture members must be "small" per applicable NAICS code
  - See 13 CFR 121.103(h) and talk to SBA

Schedule

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- Major Milestones
  - Meeting with XR-ACE — Aug 2008
  - Pre-Solicitation Conference — Dec 2008
  - ASP AFMC/PEO — Feb-Jun 2009
    - Acq Plan, PWS
  - Final RFP — Jun 2009
  - Receipt of Proposals — Aug 2009
  - Award — Dec 2009

Draft Schedule

SbAST Registration

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- Government Personnel must complete the following actions/documents for SbAST registration
  - DD 2579 (Small Business Coordination) must be approved by SB
  - RAD must be approved
  - SbAST Appendix B (Fair Opportunity Exception) must be signed -- if sole/limited source
  - SbAST Control number must be assigned by personnel on the SbAST team–This number is assigned once the SbAST team agrees the package is complete

Failure to comply will result in the package being returned/rejected

Industry Feedback

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Question: Is an offeror required to be qualified on all elements and platforms of the Requirements Traceability Matrix in order to be considered responsive?

Answer: No, however, the prime contractor's proposed team must be able to meet all requirements of the entire Minimum Capabilities Matrix.

Industry Feedback

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Question: Is the Government contemplating Multiple Award Contracts?

Answer: Yes

Industry Feedback

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Question: In your information you state that the Prime Contractor must do 50% of the labor. If the Prime Contractor has 8 small business subcontractors, are they all considered part of the Prime when determining the 50% of the labor?

Answer: Not unless they form a joint venture and the joint venture is the prime contractor. If it is a traditional prime/subcontractor relationship, then the prime contractor itself must perform at least 50% of the effort.

Industry Feedback

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<u>Question:</u> Is the Government planning to limit the number of members of a joint venture and/or the number of subcontractors a prime contractor can have?

<u>Answer:</u> Yes, there will be a limit on team size for the source selection. The limit has not yet been determined. Additional subcontractors can be added after contract award.

Industry Feedback

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<u>Question:</u> Will contractors have any input into the size limitation on joint ventures?

<u>Answer:</u> Yes, contractors can provide input. The final decision regarding time size limitations will be made by the Government.

Industry Feedback

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<u>Question:</u> How will past performance be evaluated by the Government for companies that do not have experience with the federal government?

<u>Answer:</u> The relevancy definitions have not yet been determined. If an offeror does not have federal government experience, they can provide information other relevant experience, including commercial.

Industry Feedback

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<u>Question:</u> The Minimum Capabilities Matrix (MCM) seems to be very similar to the MCM used for F²AST, especially regarding ownership of facilities. Will those facilities really be needed.

<u>Answer:</u> The MCM for this effort is a subset of the MCM used for F²AST. Some of the facilities requirements were removed. For some facilities, the requirement is "access to" while others are "ownership of." These requirements will be defined in the specification that will accompany the MCM.

Industry Feedback

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<u>Question:</u> Does the Government prefer a joint venture or a normal prime/subcontractor teaming arrangement?

<u>Answer:</u> The Government does not have a preference. It is strictly a business decision made by the contractors.

Industry Feedback

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<u>Question:</u> If the joint venture does not meet the technical qualifications at the time of proposal evaluation, will the contractor(s) be notified?

<u>Answer:</u> Only if the Government decides to open discussions. The Government reserves the right to award without discussions.

Industry Feedback

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<u>Question:</u> At what level is the prime contractor required to perform at least 50% of the work: the basic contract level or the task order level?

<u>Answer:</u> At the basic contract level.

Industry Feedback

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<u>Question:</u> At what point in time is size recertification required: when a small business is purchased or otherwise becomes a large business, or prior to an option being exercised?

<u>Answer:</u> Size recertification is required when a small business becomes a large business (regardless of how that occurs) and also prior to option exercise. The initial size determination will be made by the Government prior to award of the basic contract. In the event a business becomes large during contract performance, the Government reserves the right to not exercise the option on their contract.

Industry Feedback

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<u>Question:</u> Is size certification required at the basic contract level and the task order level?

<u>Answer:</u> Size determinations will by made by the Government at the task order level, based on the subcontractors the prime contractor proposes to use to accomplish the requirement.

Industry Feedback

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<u>Question:</u> Can prime contractors be subcontractors to other prime contractors?

<u>Answer:</u> Yes.

Industry Feedback

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<u>Question:</u> If a joint venture member becomes a large business after contract award, does that disqualify the joint venture from future work?

<u>Answer:</u> If this were to happen, the joint venture itself would have to recertify and would no longer be considered small because not all of the joint venture members would be small. In the event a small business (including a joint venture) becomes large during contract performance, the Government reserves the right to not exercise the option on their contract.

Industry Feedback

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Question: **Can task orders have a different NAICS code than the basic contract?**

Answer: **No.**

Industry Feedback

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<u>Question:</u> Will this contract have the same labor categories as F²AST?

<u>Answer:</u> The labor categories will probably be very similar to those on F²AST, but they have not yet been finalized.

Industry Feedback

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<u>Question:</u> Will the contractor have to propose on all labor categories?

<u>Answer:</u> The prime contractor and its team must, in aggregate, propose rates for all labor categories, but each individual prime contractor/subcontractor is not required to propose rates for every labor category.

Industry Feedback

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<u>Question:</u> Will this contract include support equipment labor categories (i.e., transmission mechanics)?

<u>Answer:</u> The Government is still determining which labor categories will be included and will obtain input from Government customers in making this determination. The draft labor categories will be posted when they are available.

Industry Feedback

WR-ALC/PK

<u>Question:</u> Will this contract include support equipment labor categories (i.e., transmission mechanics)?

<u>Answer:</u> The Government is still determining which labor categories will be included and will obtain input from Government customers in making this determination. The draft labor categories will be posted when they are available.

Industry Feedback

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<u>Question:</u> Based on the draft documents, this appears to be a C-130 centric contract vehicle with a $507M ceiling. Does the Government intend for this contract to be primarily a C-130 contract?

<u>Answer:</u> No.

Industry Feedback

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Question: **If a company does primarily vehicle work and the MCM for this effort is based on C-130 work and the prime contractor is required to perform at least 50% of the work, why would a prime contractor want to have a vehicle work company on their team?**

Answer: **This is closely tied to whether the requirement for the prime contractor to perform at least 50% of the work is measured at the basic contract level or the task order level. Because this will be measured at the basic contract level, it may be true that a company that does vehicle work may not be included in the team a prime contractor assembles for the source selection, but that company could be added as a subcontract after contract award so they can be used for requirements of that nature. Each prime contractor must determine what type of work it and its team members will perform under the contract and build its team accordingly. The Government does not expect or require every company to bid on every competitive requirement that is issued.**

Industry Feedback

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<u>Question:</u> The draft schedule does not show a draft RFP release. Was this an omission?

<u>Answer:</u> No. Time may not permit release of a draft RFP. The Government will provide as much advance information and notification as possible.

Industry Feedback

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<u>Question:</u> Does the Government anticipate that the RFP may require the prime contractor to designate "X" critical subcontractors?

<u>Answer:</u> There will be size limitations on each team. For F²AST, the designator "critical subcontractors" is used only denote which subcontractors were part of a prime contractor's team at the time of contract award and which were added after contract award, and it is these critical subcontractors whose rates determined the prime contractors' median rate caps. The Government has not yet determined if this same approach will be used for SbAST.

Industry Feedback

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<u>Question:</u> Will the RFP have a requirement to designate critical subcontractors and, if so, how many of a team's subcontractors do you anticipate having to be designated critical subcontractors by the prime bidder?

<u>Answer:</u> Please see response on previous slide.

Industry Feedback

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<u>Question:</u> Does the Government anticipate that the RFP may include one or several sample task orders that will be released at post contract award?

<u>Answer:</u> At this time the Government does not intend to include sample tasks in the RFP; however, all information provided at this time is predecisional and is therefore subject to change.

Industry Feedback

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Question: This requirement is only tied to "NAICS code 336411 Aircraft Manufacturing 1,500 employees". If a contractor does not have the capability to manufacture aircraft, can the contractor still compete for this acquisition?

Answer: Depends. The prime contractor's must be able to meet all requirements of the entire Minimum Capabilities Matrix. This can be accomplished through a joint venture or a traditional prime/subcontractor relationship. Remember the prime contractor must perform 50% of the work. In a joint venture, the joint venture is the prime.

Summary

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- Next Meeting
  - WR-ALC Requirement Symposium
    - November 19 -20, 2008
    - Agriculture Center, Perry, GA
- SbAST Email Address
  - wralc.pkf.sbmodpgm@robins.af.mil
- SbAST Website
  - http://www.robins.af.mil/library/factsheets/factsheet.asp?id=11544